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ABSTRACT ·

A method and apparatus for creating a business-to-business exchange for shipments bases on an efficient auction format is discbsed. The method and apparatus connects Buyers and Sellers. Through the method and apparatus, Buyers can offer their shipments for auction. The Sellers can bid on the Buyers' shipments. These auctions include one-time transactions (both full-container-loads (FCL) and less-than-container-loads (LCL)) as well as service contracts or service agreements. The method and apparatus offer Buyers significant cost savings and Sellersaccess to new potential customers.